

+91 6295008682  
+91 9679631775  
aanturoy47@gmail.com  
Kolkata- 700046  
www.linkedin.com/in/antu-roy-1a67a0223

ANTU ROY

Sr. Business Development Executives



## PROFILE SUMMARY

Performance driven professional with over 2+ years of rich experience in B2B Sales, B2C Sales, Operations and delivering consistent results. Currently excelling as a Sr. Business Development Executives at Sonafine Corporation Pvt. Ltd. Adeptly handling diverse roles and responsibilities across B2B & B2C Sales.

## KEY SKILLS

\*Prospecting & Lead Generation \* End-to-End Client Engagement \* Deal Negotiation \* Sales Opportunities\* Revenue Goals \* Sales Quotas  
\* Client Relationship Management \* Upselling & Relationship Cultivation.

## TECHNICAL SKILLS

MS Suites\* CRM\* Ameyo

## EMPLOYMENT DETAILS

### Sr. Business Development Executives (Revenue Expand)

Feb '24 - Present

#### Sonafine Corporation Pvt.Ltd

Kolkata

- Meeting Monthly Revenue targets.
- Successfully expanded the client through strategic client engagement and relationship-building in the B2B sector.
- Strong skills in building and maintaining long-term relationships with clients, understanding their needs, and ensuring satisfaction.
- Proficient in negotiating terms and agreements with clients, vendors, and partners to achieve favorable outcomes.
- Ability to conduct comprehensive market research, analyze trends, and identify potential opportunities for business expansion.
- Demonstrated leadership skills in guiding and motivating teams to achieve sales targets and deliver exceptional results.
- Experience in delivering compelling presentations to pitch products/services, influence stakeholders, and win new business.
- Flexibility to adapt to changing market conditions, customer preferences, and business requirements to drive success.

### Sr. Business Development Associate (Revenue Growth)

Jan '22 - Feb '24

#### Think & Learn Pvt.Ltd

Bangalore

- Meeting Weekly Revenue target of 1.2-1.5Lakhs.
- Recommended changes, improvements or enhancements in products to product development team based on customer feedback.
- Gained customer acceptance by demonstrating cost reductions and operations improvements.
- Identified sales opportunities by assessing environment and devising and implementing winning strategy.
- Participated in team-building activities to enhance working relationships.
- Demonstrated respect, friendliness and willingness to help wherever needed.
- Served customers and followed outline steps of service.
- Actively listened to customers, handled concerns quickly and escalated major issues to supervisor.
- Devoted special emphasis to punctuality and worked to maintain outstanding attendance record, consistently arriving to work ready to start immediately.

## EDUCATION

### Graduation (Bachelor of Arts)

West Bengal Council of Higher Secondary Education

West Bengal

West Bengal Board of Secondary Education

Certificate in Computerized an Accounting

## PERSONAL DETAILS

Date of Birth: 17th of April 1998

Languages Known: English, Hindi, Bengali